

DIAMOND JUBILEE OF HOUSE OF BREWER & CO. CELEBRATED BY OFFICERS AND STOCKHOLDERS

Mr. Peter Cushman Jones, Oldest Member of the Corporation, Tells Its History.

SEVENTY-FIVE years of the life of C. Brewer & Co. passed with the close of yesterday. Three-quarters of a century has the pioneer of Honolulu business houses to its credit and the celebration of the event was commensurate with the importance of the anniversary.

The stockholders in the house, the officers and old employees with the wives of those interested, gathered in the Directors' room at 2 o'clock yesterday and the succeeding hour was given over to reminiscence. The offices of the firm had been closed to the general public and bouquets of flowers were placed all over the apartments, adding color touches to the rich shades of oak and mahogany. Bunches of color enlivened the rooms at the rear where the twenty or more people gathered for the purpose of listening to the history of the first of the great business houses of the city.

There was the touch of the pathetic which drew closer the men and women who listened to the excellent paper of Mr. P. C. Jones. As the only member of the house who could look back to a personal recollection of the men whose names are so closely interwoven with the commercial history of the city and islands, there was even greater interest in him, than in the history. In some of the most personal of the many reminiscences, there was a suspicious thickening of voice and evidence of emotion which told of the stirring of the springs of memories too sacred for touching even in the presence of friends.

At the close of the meeting there was a little ceremony not down on the books, it was when the officers and employees of the company presented to Mr. Jones a silver loving cup and ebony stand. The cup is decorated upon the four sides. On one side appears an inscription to Mr. Jones as a mark of esteem from the officers of the corporation. On another are engravings of the old building of the firm and above it the new structure, on the third side the clipper ship "John Gilpin," in which Mr. Jones came to Honolulu and below it the schooner "Missionary Packet," which brought Capt. Hunnewell, the founder of the house.

Not less interesting than all that was said, was an exhibit which Mr. Jones displayed with justifiable pride. Upon a visiting card were attached three coins. The end pieces were old silver half dimes, of date in the early fifties, and the center piece was one of the old silver three cent pieces of the same date, the three coins being the identical ones, and the only ones too, that Mr. Jones had in his possession when he landed in this city.

President C. M. Cooke of the firm made an opening address and referred to some of the events in the recent history of the house, at the close of his remarks introducing the address of Mr. Peter Cushman Jones, the only remaining member of the old firm, and whose personal acquaintance with the house dates back forty-four years. Mr. Jones, referring to the life and work of Capt. C. Brewer, said he would introduce his remarks by reading a prayer which had been written by Capt. Brewer at the age of eighty years, and incorporated into his reminiscences. The prayer was very touching in its simplicity and grandeur of thought, and, as indicating the character of the man whose name is perpetuated in the history of the house, was impressively received. After some few remarks Mr. Jones dived into the ancient history of the house saying in part:

Mr. James Hunnewell visited these islands as early as 1817, but did not establish his business here until 1826. He arrived in Honolulu in October, 1826, in the schooner Missionary Packet, of forty tons, of which vessel he was captain, having forty casks of merchandise. He was allowed the freight for his services as master. On his arrival he at once established himself in business, trading his goods and merchandise for sandalwood, hides and goat skins, and continued in business until 1830, when he returned to Boston. The following is the order in which the business was conducted, under the name and style of:

James Hunnewell, 1826 to 1830; Henry A. Pierce, 1830 to 1834; Pierce & Hinckley, 1834 to 1835; Pierce & Brewer, 1835 to 1843; C. Brewer & Co., 1843 to 1847; S. H. Williams & Co., 1847 to 1850; B. F. Snow, 1850 to 1856; Charles Brewer 2nd, 1856 to 1859.

C. Brewer & Co., 1859 to 1883; C. Brewer & Co., Ltd., 1883 to date.

CAPTAIN CHARLES BREWER.
Captain Brewer first came to the islands in 1823, leaving Boston in the ship Paragon, in the capacity of ordinary seaman. The voyage was made in one hundred and eighty-one days.

His second voyage was in the brig Chinchilla, Captain Tom Meek. He was first officer of the vessel, arriving here in the year 1826. Captain Brewer says of this voyage: "We arrived safely at Honolulu, after a passage of 150 days, while the 'Missionary Packet,' which left New York fourteen days before we did, was nine months in reaching the Sandwich Islands."

In 1829 he again left Boston for Honolulu via China, in the brig Ivanhoe, of which he was first officer, evidently arriving here in 1831. He brought the first night blooming cereus to the islands at this time.

His next voyage was in the brig Becket, of which he was master and Henry A. Pierce supercargo, arriving here the latter part of 1834, made a voyage to China and then to Alaska, arriving here again in 1835, when he became a partner of H. A. Pierce, under the firm name of Pierce & Brewer, continuing until 1842, when Mr. Pierce retired. Mr. Brewer says in his "Reminiscences": "I continued the business as C. Brewer & Co., with my nephew, C. Brewer 2nd, until the year 1845, when I gave my business over to Marshall & Johnson, who had been in business in Honolulu for the past few years."

Again he came to Honolulu, in the ship Samoset, as passenger, leaving Boston October 23rd, 1847, making the passage in 132 days. He remained here at that time eight months, selling the cargo of the Samoset and settling up his affairs. His last visit to Honolulu was made in 1879, accompanied by his daughter.

At the age of eighty years, Captain Brewer wrote his reminiscences at the request of his children, and sent me a copy, which I now take great pleasure in presenting to the house of C. Brewer & Co., Ltd., knowing that it will be well cared for and possibly be of some value to those who come after us.

CHARLES BREWER 2ND.
Charles Brewer 2nd was a nephew of Captain Charles Brewer. I do not know when he arrived out from Boston, but it is certain that he was here as early as 1845, but have no means of knowing what he was doing between that time and 1850, when the business of this house was carried on by him under the name, Charles Brewer 2nd, until 1859, when Mr. Sherman Peck came out from Boston and joined Mr. Brewer as partner. The new firm was under the name and style of C. Brewer & Co.

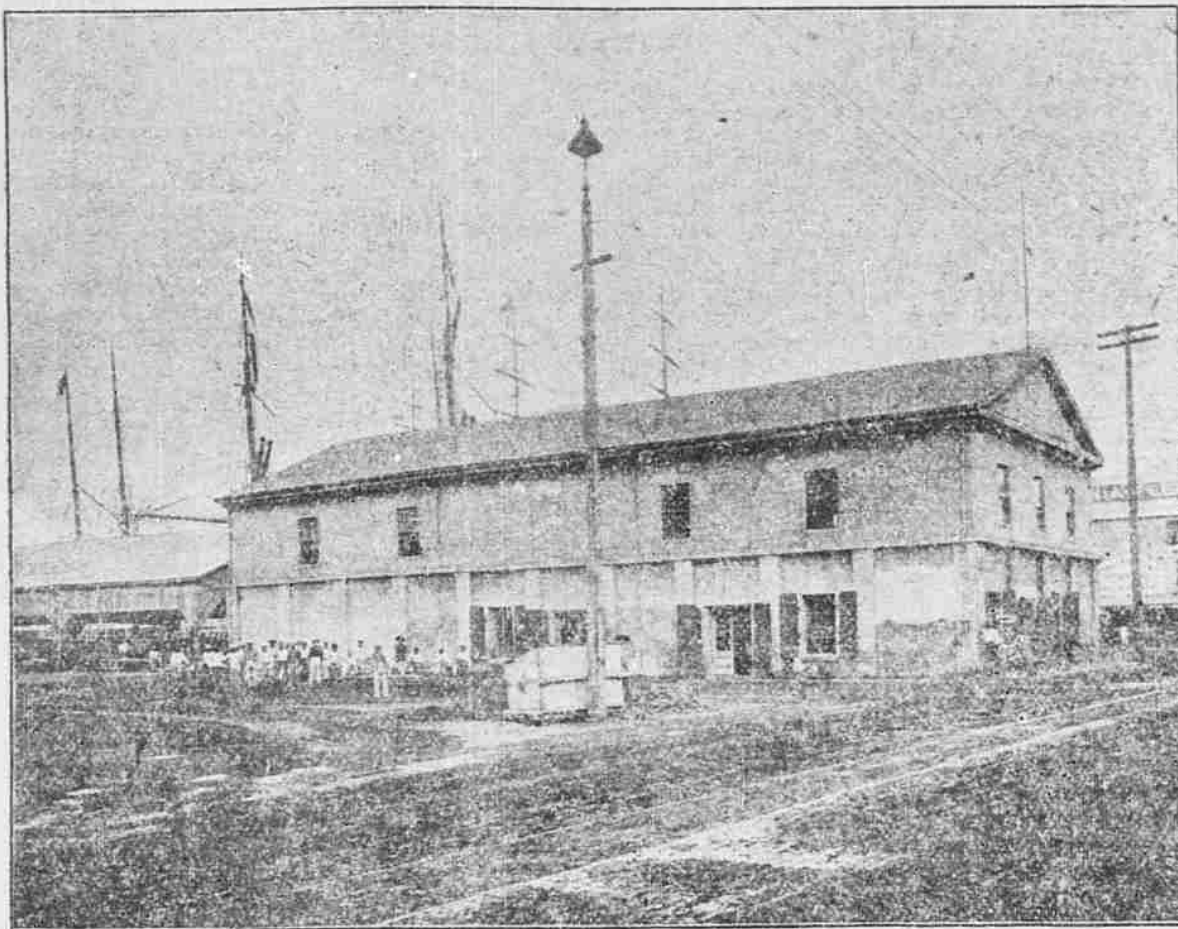
In an old ledger of 1859, I find that in October of that year Mr. Brewer and Mr. Peck each put into the concern \$5,000, and I find C. Brewer & Co. advertisements in the "Pacific Commercial Advertiser," of September, 1859; also in the "Friend," of December, 1859. I also find in the December number of the "Friend" the following: "Mr. Peck has now joined the firm of C. Brewer & Co. They have removed from Fort Street to the old market." The firm and corporation have now been located on the present site since the year 1859.

Before coming to Honolulu in 1859, Mr. Peck has been in business at Lahaina, where he accumulated a fortune of about \$30,000. He returned home, intending to spend the rest of his days in Massachusetts, but was led into a speculation which absorbed all his earnings, and by the assistance of Captain Brewer, returned to Honolulu, and associated himself with Charles Brewer 2nd, as has been stated. Mr. Peck is not only a member of the firm of C. Brewer & Co., who has been relieved of his earnings by Eastern sharps.

My first acquaintance with the old house of C. Brewer & Co. was on the day of my arrival at Honolulu, Friday, October 2nd, 1857. George W. Fort, who was written by Capt. Brewer at the age of eighty years, and incorporated into his reminiscences. The prayer was very touching in its simplicity and grandeur of thought, and, as indicating the character of the man whose name is perpetuated in the history of the house, was impressively received. After some few remarks Mr. Jones dived into the ancient history of the house saying in part:

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THE OLD OFFICES OF BREWER & CO.



MR. PETER CUSHMAN JONES, OLDEST SURVIVING PARTNER OF
C. BREWER & CO.

sugar and the extraction was only 55 per cent, the output of molasses was nearly equal to the amount of sugar. I remember the great interest "Charles" Brewer (everybody called him "Charles") took in the plantation, and he always insisted on showing a customer his samples of molasses, knocking out the bungs and putting in a stick to show the quality. One day he was showing a customer a sample, and knocked out the bung as usual. It was a hot day and the barrel was very full. The result was a stream of molasses, which ran down the side of the barrel, and he was obliged to catch it with his hands. He was very much embarrassed, and the customer laughed at him. He always wore a white suit, the kind which he always wore.

Charles Brewer 2nd had for his office force at that time John O. Dominis, bookkeeper; H. A. P. Carter, outside clerk, whose chief occupation was the curing of hides and goatskins, which was an important branch of the business. The house was at that time (1857) agent for Charles Brewer & Co. of Boston, receiving their consignments and investing the proceeds in hides, skins and whalers' exchange. The hides and skins were shipped via Cape Horn in vessels taking one to New Bedford, Whalers' exchange was always drawn at ten days' sight and bought at from 4 per cent to 10 per cent discount. It was customary in those days for the merchants to bank up their money, so when the whalers arrived in October and November the drafts were taken and the money used to pay off the crews. It frequently happened that some of the whalers arriving late had to delay "paying off" of crews until the money came in again, which took from three to five days, for the supply of coin in those days was somewhat limited. During the season money was not plentiful, merchants borrowed money for a month or six weeks, paying at from 3 per cent to 5 per cent a month, and made money at that.

The firm of C. Brewer & Co. was continued after the death of C. Brewer 2nd by Mr. Sherman Peck, he being at that time the only partner. Mr. Peck continued the business alone for one year, Mr. H. A. P. Carter being the bookkeeper, to Sept. 12, 1861, when Mr. Chas. Lunt came out from Boston and assumed charge of the books. On July 1, 1862, Mr. H. A. P. Carter was admitted as a partner in the firm, although he does not appear to have put in any capital at that time. Mr. Lunt is credited with \$5,000, put to his stock account in May and June, 1862, but there are no credits in any of the years for any part of the profits. Mr. Peck does not appear to have put any capital into the business, for the only credits to his stock account are profits credited up. Mr. Ichabod B. Peterson seems to have entered the employ on January 1, 1864, and kept the books until up to the end of 1870, when he left the concern.

It may be well to note that in November, 1858, the concern bought 3-14 of the Waikuku plantation and on Feb. 15, 1865, they purchased from James Robinson & Co. and Thos. Cumins 14-25 of the plantation for \$35,000. In 1869 Mr. Ichabod Bartlett entered the firm, bringing with him the agency of Waikuku plantation, which

entitled him to one-fifth of the profits, he retiring the succeeding year.

Mr. J. D. Brewer (son of Charles Brewer) graduated at Harvard in 1867, came out around the Horn, arriving here in March, 1868, and entered the concern as a clerk. John D. Brewer and I. B. Peterson entered the firm as partners on April 1, 1869, and on March 31, 1870, the profits of the past year were divided as follows: H. A. P. Carter, one-half; S. Peck, J. D. Brewer and I. B. Peterson, each one-sixth. Mr. Peck was at this time very old, and unable to attend to business, and no doubt his interest was reduced from one-half to one-sixth in consequence. George J. Ross and George H. Robertson entered the firm this year. At the end of 1870, the firm retired Mr. I. B. Peterson. On January 1, 1871, a new member was admitted as a partner, to take the place of Mr. Peterson, and the following is a list of partners and interests in profits: H. A. P. Carter, 9-24ths; Sherman Peck, 4-24ths; P. C. Jones, 7-24ths, and J. D. Brewer, 4-24ths. It was supposed that I would take into the concern much of the whaling business, and preparations were made accordingly. Charles Brewer & Co. sent out a consignment of beef, pork, and bread for the whaling fleet. I had an interest in the whaling barks "Julian" and "Monticello," and one, while the two vessels of mine were both lost, with a good catch of oil, and with but very small insurance on hulls and catchings, while the Arctic was well covered by insurance. This disaster was a severe one for Honolulu, and the 100,000 pounds of bread imported for the fleet was mostly sold for chicken feed, at a great loss to Charles Brewer & Co. of Boston.

In June, 1871, Mr. Sherman Peck died. I was on Maui and was sent for by Mr. Brewer, reporting Mr. Peck as being dangerously sick. I returned to Honolulu, but he was dead upon my arrival. I was a pallbearer at his funeral. A pall-bearer in those days had a hard job on his hands, for it was the custom or fashion at that time to put the body in a lead lined casket and fill it with alcohol, the outside coffin was of koe, so the whole was very heavy, and it took all the force that could take hold of the coffin to lift it. It was a horrible custom, and gave no chance "to view the remains of the departed."

Mr. Carter spent a large part of this year in Europe, being his first visit, and it was a favorite expression of his to quote from Locksley Hall: "Better fifty years of Europe than a cycle of Cathays."

The business in 1874 was not as profitable as the previous years. During this year the firm took the agency of the Onomea and Princeville plantations, in consequence of the failure of Walker, Allen & Co. Both of these plantations were indebted to Welch & Co. and Wil-

liams, Dimond & Co., of San Francisco, and in consequence an arrangement was made with those parties to consign five-eighths of the crop to Welch & Co. and three-eighths of the crop to Williams, Dimond & Co., they agreeing to apply the whole of their commissions to reducing the debt. This was our first business arrangement with Welch & Co., which has continued ever since. We also had business relations with J. C. Merrill & Co., of San Francisco, who were our regular agents, but soon after this the house was implicated in the smuggling of opium in their vessels. The modus operandi was to bore holes in redwood posts, put in the opium, plug up the holes, then have the posts delivered to parties here, who did the selling, etc.

In this connection it is well to relate our more intimate relations with Welch & Co. In August, 1878, Mr. Bishop, of Bishop & Co., notified us that it would be impossible for the bank to furnish us funds for the "between season" of that year, and advised us to make other arrangements. It was decided that I should go to San Francisco and arrange for the money. The plan laid out was to offer Welch & Co. and Williams, Dimond & Co. each one-half of our business, Williams, Dimond & Co. declined to make any advances. The total amount we required was \$125,000—and get each house to advance half the sum. Before going to Dimond, I advised Mr. Welch of our plan, and it met with his hearty approval. After W. D. & Co. declined I went to Welch & Co. and asked Mr. Welch if he would take all our business and make us the advance of \$125,000. He replied: "I never asked for any business, but when your business is offered to me I gladly accept it, and you can depend upon having the amount you require."

I then said I was prepared to furnish him ample security for the advance of funds, but he said he was perfectly satisfied with the standing of C. Brewer & Co., and did not care for any collateral. Our agreement was that we were to draw 50 per cent on each invoice of sugar and apply 50 per cent to the overdraft. Later on the way to the steamer by which I was to return, Mr. Welch said: "Now, Jones, if you find you need more money, you can draw for \$30,000 or \$40,000 more by giving me thirty days' notice."

Most of the other sugar agents were compelled to mortgage and advance crop at a high rate of interest, to provide funds for carrying on plantations between crops. One year the Hawaiian government loaned the agents money for a season, but C. Brewer & Co. never went outside of Welch & Co. for all the money they needed.

The year 1875 showed a gain in profits of about 10 per cent over 1874. January, 1875, Mr. Fred Macfarlane entered the employ as bookkeeper and continued to January, 1877, when he left, to take a position with Bishop & Co., bankers. Mr. Bishop knew a good man when he saw him, and made no mistake when he took Macfarlane from us. I took the books again, did that branch of the business until May, 1877, when Mr. W. W. North was employed for the position, remaining with us to our entire satisfaction until June, 1879, when he returned again in 1880 to occupy the same position, and is still with us.

In 1876 the reciprocity treaty went into operation. Just before the passage of the treaty we purchased a lot of second and third sugars of the Kohala plantation from Castle and Cooke, making a profit on same of \$19,194.86. That was the most profitable year we had ever had, and after making the closing entries for the year, I wrote on page 262 of Journal 2, the following:

"So ends the year 1876. Praise God." During the year 1876 the ship "Marian Notetaham" arrived in distress, and we undertook to make the advances for her repairs. We took drafts on the agents in New York for \$42,333.55, and came near losing the entire amount, as her agents failed before the drafts reached New York. Mr. J. D. Brewer, our junior partner, was in New York on the arrival of the drafts, and persuaded one of the owners, who was a very rich man, to pay them and hold the securities himself (a bottomry bond on the ship), thus saving the profits on our most prosperous year.

During the year 1878 we took the agency of a steamship line to do business between Hongkong and Peru. The steamship Peru made only two trips, and on her return from Peru, the second voyage, we supplied her with stores and coal. The vessel arrived on Saturday, and the captain was anxious to take in his coal on Sunday. Very reluctantly consented. We took the captain's draft for \$5,942.30, which came back protested, the owners having failed, and we never got a dollar back. I have always felt that the loss was in consequence of violating the Sabbath day, and thought I

(Continued on Page 14.)

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FRED W. MILVERTON—Rooms 302-
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PETERSON & MATTHEWMAN—P.
O. box 365; 15 Kaahumanu St.

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LUELLA S. CLEVELAND, M.D.—Of-
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DR. JENNIE L. HILDEBRAND—Of-
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DR. T. MITAMURA—Office, 1468 Nu-
anu St.; Tel. White 152; office hours,
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DR. H. BICKNELL—Beretania St.,
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DR. DERBY—Mott-Smith bldg., cor.
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M. E. GROSSMAN, D.D.S.—Alakea St.,
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Honolulu; office hours, 9 a. m. to 4 p. m.

DR. C. B. HIGH—Philadelphia Dental
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ment inside.

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KIHEI ASSESSMENT NOTICE

THE THIRTEENTH AND FINAL
assessment of 5 per cent, or \$2.50 per
share, on the Kihei Plantation Co.,
Ltd., stock, has been levied, and will
become due and payable at the offices
of Alexander & Baldwin, Ltd., on the
15th day of June, 1901. Interest bearing
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J. F. COOKE,
Treas., Kihei Plantation Co., Ltd.,
Honolulu, May 20, 1901. 5561

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